



New Zealand AIDS Foundation  
Te Tūāpapa Mate Āraikore o Aotearoa

# Pūrongo-ā-tau 2020 Annual Report





## Tēnā koutou

Welcome to the 2020 Annual Report of the New Zealand AIDS Foundation (NZAF). It is a privilege to share with you our highlights and achievements for the financial year ending 30 June 2020.

No introduction to a report that covers the first half of 2020 would be complete without positioning NZAF within the context of the global public health crisis that is COVID-19. Coming seemingly out of nowhere, COVID-19 quickly and fundamentally changed the immediate needs of those we serve. This meant that our response had to be innovative and agile and NZAF rapidly evolved. A public health organisation at heart, we turned to the evidence to inform everything from our community-facing messaging to our pivoting of programme and service design and delivery.

First and foremost, we quickly made sure that the NZAF team had what they needed to work under the conditions of nationwide lockdown. Trying to work from home during a global pandemic is no easy task. Staff stepped up to support the organisation's efforts and we can be proud of what we achieved. Our counselling service moved to virtual platforms and we distributed 850 HIV home test kits during alert level 3 and 4 lockdowns. For the first time in our history, we took the bold but right step of advising against casual sex encounters outside 'bubbles' and we fronted media and campaigned on the opportunity to break the chain of transmission of both HIV and STIs.

COVID-19 remains with us and will do so for an indefinite period. It has fundamentally changed the way we conceive of the work we do and the ways in which that work is delivered. We are committed to ongoing learning and adaptation in this space so that we can always be best positioned to respond to evolving community needs.

Outside of COVID-19, there is much to reflect on and be proud of as we look back over the 2019/20 financial year. We piloted an innovative new condom toolbox for young men who have sex with men and 95% of those who participated in the pilot said they would use condoms in the future. We partnered to deliver PrEP training sessions

for potential prescribers across the country and 96% of attendees reported increased confidence in prescribing PrEP. We put HIV self-test vending machines in venues and reached many users (28%) who had not tested in the previous 12 months. We delivered 879 counselling sessions and 91% of counselling clients living with HIV felt better equipped to manage life following our therapeutic support. These are just some of the many great examples covered in the following pages of NZAF's programmes and services making a real difference in the lives of those we serve.

At a governance level, the 2019/20 financial year was one of consolidation and stability on the Board, with Anthony Fallon being re-elected as Trustee and Board Chair for a second term and all other Board members continuing on in their roles with commitment and enthusiasm, despite the logistical challenges presented by COVID-19 over many months. A major piece of work for the Board was started in the past year: the review of the NZAF Trust Deed to ensure the Foundation has the necessary legal authority to do what it is currently doing and can continue to innovate in the future in support of its existing strategic goals. Engagement with NZAF members and key stakeholders was reaffirmed to be a Board priority, along with ensuring a diverse range of voices around the Board table.

A Board highlight at the end of 2019 was the presentation of NZAF Honorary Life Membership to four people who have had an incredible impact on the lives of people living with and affected by HIV in Aotearoa NZ: Dr Alison Copland, Charlie Peters, Dr Mark Thomas and Vern Keller (posthumously). More about these outstanding new Life Members and the moving ceremony held to honour them in November can be read on page 27.

In closing, we wish to thank all those who have contributed to our work over the past year. Our efforts are only ever strengthened by the unrelenting support of our members, volunteers, donors, partners and supporters. At this unprecedented time in history, we look forward to moving forward together to both meet the challenges that lie ahead and to capitalise on the opportunities. Thank you in advance for your continued support.



**Anthony Fallon,**  
Trust Board Chair

**Dr Jason Myers,**  
Chief Executive

## Local HIV transmission decline continues – despite what appears to be an overall increase in cases notified in New Zealand.



The latest HIV numbers out of the University of Otago AIDS Epidemiology Group may appear at first glance to be a disheartening increase in cases. However, continued decline among cases acquired in New Zealand suggests we remain on a path to ending local HIV transmission.

A total of 212 cases were notified for 2019 – an increase from the 185 reported in 2018 and 201 in 2017. However, the number of locally acquired infections, especially among men who have sex with men (MSM), has continued to decrease.

In 2019, 58 MSM were diagnosed with HIV and thought to have contracted the virus in New Zealand, a 6.5% decrease from 2018 numbers.

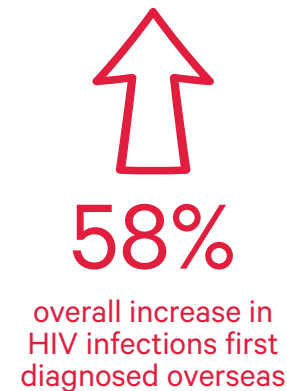


So, while the 2019 data is rather complex, the insights we can draw from this local transmission number is encouraging.

We believe this means we are seeing the continued impact of local HIV prevention and HIV testing efforts – which is great news. New Zealanders can take heart in these results as they will only strengthen our resolve to finish the work we've started.

We once again have a sign that we are starting to halt the epidemic.

With a larger proportion of 2019's HIV notifications being for people previously diagnosed overseas, there is a responsibility to counter any xenophobic sentiment in response to the data.



While we will definitely need to look into why more people are acquiring HIV overseas – this is no reason to entertain any prejudice about those coming to our shores.

In New Zealand anyone living with HIV can access free HIV treatment and will not pose a transmission risk here.

With Kiwis' heightened awareness of public health in light of COVID-19, it is more important than ever for all New Zealanders to understand HIV prevention and the realities of HIV stigma for Aotearoa to continue to be a world leader in infectious disease response.

## What does this all mean?

HIV testing numbers continue to increase and awareness and acceptance of prevention tools and treatment are also rising – which is an encouraging trend. We can safely assume these increases are contributing to fewer local transmissions occurring.

While this is cause for celebration and continued efforts to end new transmissions and HIV stigma, this is still not a trend seen equitably across all of the communities we serve. NZAF is dedicated to learning more about how we can better serve our Māori, Asian, Pasifika and migrant communities and ensure these groups have equitable access to prevention, testing and support.



## COVID-19 and the HIV response in Aotearoa

There's no denying the impact COVID-19 has had on the world, let alone the face of public health in Aotearoa.

People's awareness and understanding of the principles of public health have grown significantly. The idea of uniting to protect the few most at risk has fostered a new appreciation for the importance of prevention, testing and public knowledge as our first and most effective lines of defense against an epidemic.

While our HIV epidemic still largely affects marginalised communities and requires conversations that a lot of Kiwis don't want to have, we have hope that this cultural shift will also benefit the HIV public health response in Aotearoa.

While we will not see the full extent of COVID-19's impact on HIV transmission in Aotearoa for some time yet, the opportunity it presented to actually break the chain of HIV transmission during Alert Levels 3 & 4 is something we are excited to see results from.



# Our Vision, Mission & Goals

## Our Vision

### Moemoeā

An Aotearoa with zero HIV transmission where people living with or affected by HIV flourish

Kia kore ngā mate Whakaruhi Ārai Kore, kia hiki te oranga ō te tāngata i roto ō Aotearoa, kia puawai

## Our Mission

### Whakatakanga

Prevent transmission, reduce stigma and maximise the wellbeing of those most affected by HIV

Whakakahore te mate, whakaiti te poapoa me whakakaha te oranga ō ngā tāngata e pā ana ki te Whakaruhi Ārai Kore



### Goal One

Prevent HIV and STI transmission



### Goal Two

Increase HIV and STI Testing



### Goal Three

Maximise the wellbeing of people living with HIV



### Goal Four

Enable ongoing organisational success





# Our Key Outcomes

## Outcomes Snapshot



3,356

total peer HIV  
tests provided



3,447

HIV self-tests  
distributed



2,433

STI tests  
facilitated



879

counselling  
sessions held



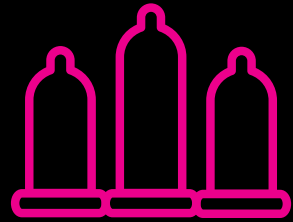
\$728,238

total fundraising  
income



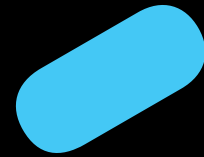
1,493

generous  
donors



600,000+

condoms  
distributed



84%

of men who have  
sex with men  
(MSM) understand  
PrEP prevents the  
acquisition of HIV



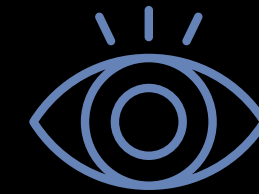
72%

of MSM know  
that effective  
treatment means  
HIV cannot be  
passed on via sex



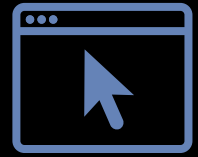
15.5%

increase in  
followers across  
all social media  
channels



86.3m+

social media  
impressions



526,501

unique NZ-based  
website visitors



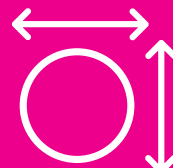
Beyond our standard condom offerings which saw more than 600,000 condoms distributed, NZAF saw the need to ensure young people have positive experiences with condoms as early as possible. Thus the FitKit was born.

Studies have shown that if a person's first sexual experience is with condoms they are more likely to be consistent, life-long condom users. Studies also showed that 25% of people were not using the correct size or fit of condom. The condom FitKit was created to help people find their fit early, by having a youth-focused offering. Each kit contained 9 different condom fits, as well as several types of lube and a masturbator. That way, users could simulate how well each fit would stay on during sex, how comfortable they were and the pleurability of their perfect fit. Each condom was linked to a character 'archetype' with unique artwork and empowering, reassuring and sex-positive descriptions to help young people identify with their perfect fit without getting too hung up on size and shape.



95%

survey respondents reported they will use condoms in future



89%

survey respondents reported finding their perfect condom fit

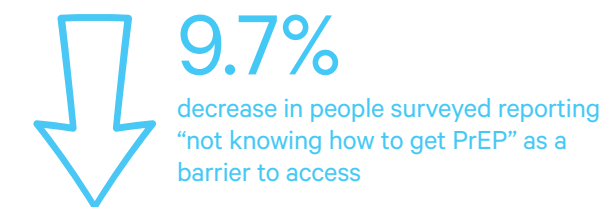
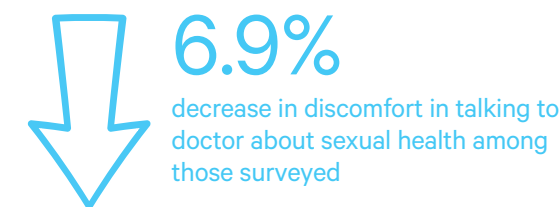
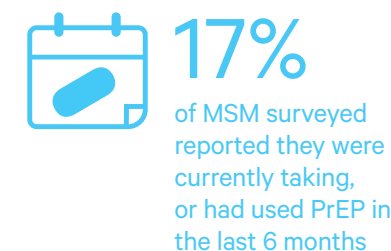
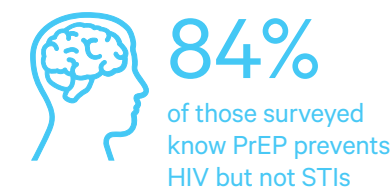
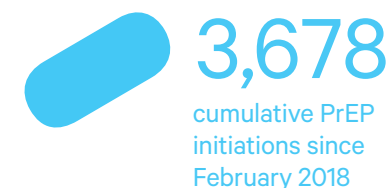


**We worked hard to support the health sector to be able to effectively prescribe PrEP and increase the number of prescribers.**

While there are still many challenges with ensuring there is equitable access to PrEP for those who need it, awareness, acceptance and availability of PrEP is improving. NZAF has been working hard to engage healthcare providers as well as advocating for better prescribing criteria and access. As of October 2019, all confident general and nurse practitioners can now prescribe PrEP without specialist endorsement – which is one key barrier that was keeping people from accessing PrEP.

NZAF hosted several well-attended trainings in partnership with ASHM in November 2019. These aimed to educate potential prescribers on how to prescribe effectively, in a way that responds to the unique needs of our communities. 96% of attendees reported increased confidence in prescribing PrEP.

Despite slower than optimal uptake, attitudes are changing and barriers are being dismantled. NZAF is continuing to advocate for further improved access for patients and workforce development in the health sector to best support people to use this tool.



While COVID-19 resulted in a dramatic increase in demand for our HIV self-test option – NZAF also delivered numerous clinic-based HIV and STI tests.



Testing is a fundamental part of the work we do. A combination of testing campaigns and promotion of the free testing services available to our communities is creating a culture of regular testing among our clients. We are seeing an encouraging number of repeat testers and clients who have tested within the last 12 months – meaning they’re testing at least twice a year.

“65% of NZAF testing clients reported testing in the last 12 months when booking their next test – which is a great indicator that our clients are testing regularly. There’s still more to do and we will continue to innovate and make testing more accessible to people who aren’t currently testing.”

– NZAF Operations Director Joe Rich



We ensured we could still serve our communities during COVID-19.

The COVID-19 pandemic provided a number of challenges beyond the threat of widespread illness. As we entered national lockdown, NZAF had to pivot quickly and optimise its online offerings to ensure the communities we serve could still access important services like testing and counselling. Clients were able to book home tests to be sent to their addresses and remote counselling sessions were carried out via video chat or phone call. During Alert Levels 3 and 4, NZAF distributed 850 home test kits – an average of 120 per week, compared to the usual average of 50 units per week, a 140% increase. NZAF also facilitated 94 remote counselling sessions throughout lockdown.



COVID-19 Alert Levels 1 and 2 also became an essential opportunity to inform our at-risk communities about the chance Aotearoa had to permanently break the chain of transmission of HIV and other STIs. As the entire country was in lockdown for several months, there will, theoretically, have been little to no instances of unprotected casual sex – meaning that, as we emerged from isolation, being tested before reconnecting to any sexual networks would give NZ the opportunity to diagnose and treat any HIV infections before people began to mingle again. NZAF looks forward to seeing what impact this period had on transmission rates as data is released in 2021.

**During Alert Levels 3 and 4 of the first COVID-19 lockdown, NZAF distributed 850 home test kits – an average of 120 per week.**





“One of the best services I’ve been to. Very informative and found out and learnt a lot about PrEP. A lot of times I feel very embarrassed to ask about the medication, but I felt very comfortable and got heaps of knowledge out of the time here.”

– Anon



“This was the best experience ever at any test clinic. [The staff member] who conducted the test was not only very knowledgeable but also super welcoming and with a great sense of humour. You feel immediately relaxed which helps talking honestly about risks encountered.”

– Anon



Free HIV testing tent at the Ending HIV Big Gay Out 2020

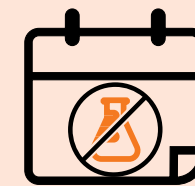
## Taking testing to the people

In 2019-20 NZAF created custom smart vending machines that distribute HIV tests, as an innovative way to ensure those most at risk of acquiring and transmitting HIV can test often. During a pilot in late 2019, we placed a vending machine in MSM sauna Centurian in Auckland. Over this pilot, 162 people got home tests from the vending machine.

Finding homes for these vending machines in local venues where gay, bisexual and other men who have sex with men congregate, will provide tests to people who can often fall through the gaps of wider public healthcare or need to be discreet about their sexuality.

“It is so important to make sure we can get testing services into the spaces the communities we serve are meeting in, especially if it’s somewhere they meet for sex. For many different reasons, not everyone feels they can access testing in traditional healthcare settings, or even in our own confidential peer-testing clinics – so we need to go to where they are and break down access barriers, in this case, by putting a free vending machine right there in the lobby.”

– NZAF Vending Machine Project Coordinator Russell Bradshaw



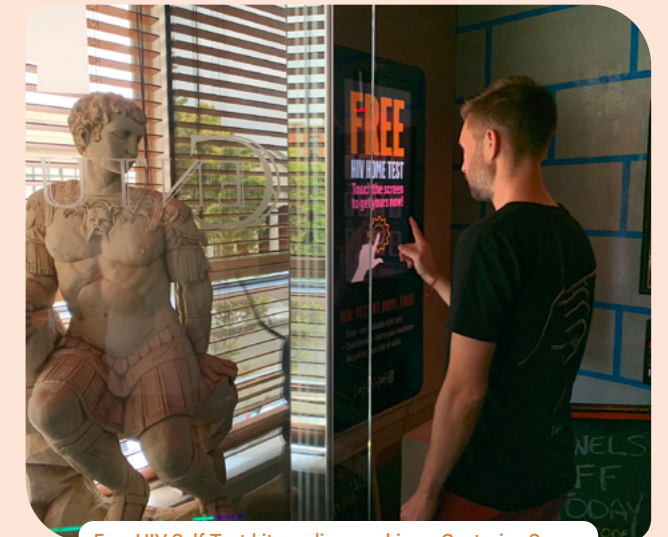
28%

of vending machine pilot users had not tested for HIV in the last 12 months



12%

of vending machine pilot users were Māori and 66% were non-European



Free HIV Self-Test kit vending machine – Centurian Sauna

## Brush twice a day – test twice a year!

Our data showed 19% of MSM had never tested for HIV, and only 32.8% had heard of home testing as an option. As a way to address these stats and encourage people to make testing a habit, we partnered with Toothcrush, a New Zealand company that offers a subscription service for biodegradable, bamboo toothbrushes.

500 people received a 12-month subscription for Home Self-Test kits and toothbrushes. This includes 2 home test kits and 2 toothbrushes. At the end of the year, they will be given the option of ordering a third home test or encouraged to book a test at one of the other options (NZAF clinic, GP, sexual health centre).

The Testbrush campaign video was recorded in both te reo Māori and English and featured Mr Gay New Zealand (2019) Nick Francis, a staunch advocate for better and increased representation of queer Pacific peoples, as the leading role.

NZAF has fallen short in reaching Māori MSM in previous campaigns and was really encouraged to see a **strong representation of Māori in the testing numbers.**



**17%**  
of recipients were Māori

**4%**  
of recipients were Pacifica

**15%**  
of recipients were Asian



**46%**

of tests were distributed outside of the main centres (AKL, WLG, CHCH)



**48%**

of recipients had not tested for HIV in the last 12 months



**26%**

of recipients had never tested for HIV before

## ISOLATION HAS BROKEN THE CHAIN OF HIV & STIs

LET'S  
BREAK IT  
FOR GOOD.



The Break the Chain campaign was developed to take advantage of a unique opportunity presented after COVID-19 lockdown levels 3 and 4, whereby if people had stuck to the lockdown rules, they would not have had casual sex for six weeks. Thus, all STI incubation periods would be complete and if people were tested it would break the chain of transmission before HIV or any other STIs could be passed on. MSM were encouraged to test at any local testing provider listed on the Ending HIV website. The campaign was developed with a very short turn-around and achieved 1m digital ad impressions and 700k social impressions. Impact on number of tests completed is difficult to determine because many people will not have tested with NZAF services. STI rates for the period of COVID-19 levels 3 and 4 will not be published by ESR until later this calendar year.





Syphilis has steadily been re-emerging across Aotearoa since 2012, and is now at the highest levels ever. In fact, syphilis diagnoses have increased from approximately 200 in 2014 to over 1,500 in 2018.

Given 70% of syphilis cases are also being seen among gay, bisexual and other men who have sex with men, we knew we had some work to do increasing knowledge and testing to help keep our communities safer and bring that number down.

NZAF was aware this campaign was being developed by Durex and thought we had some value to add to ensure it would be effective and relevant for the community most impacted by syphilis. We quickly took the lead on the campaign and were fortunate to have the majority of the project funded by Durex and their creative agency, FCB.

The campaign focuses on creating a “clash of eras”. Taking modern hook-up language and situations and placing a character plucked out of the past – draped in 16th century garb – to create the connection with syphilis being thought of as a thing of the past. We took modern pick-up lines, such as “Down to f\*ck?” and gave them a Shakespearean makeover – “Art thee down to fornicate?”

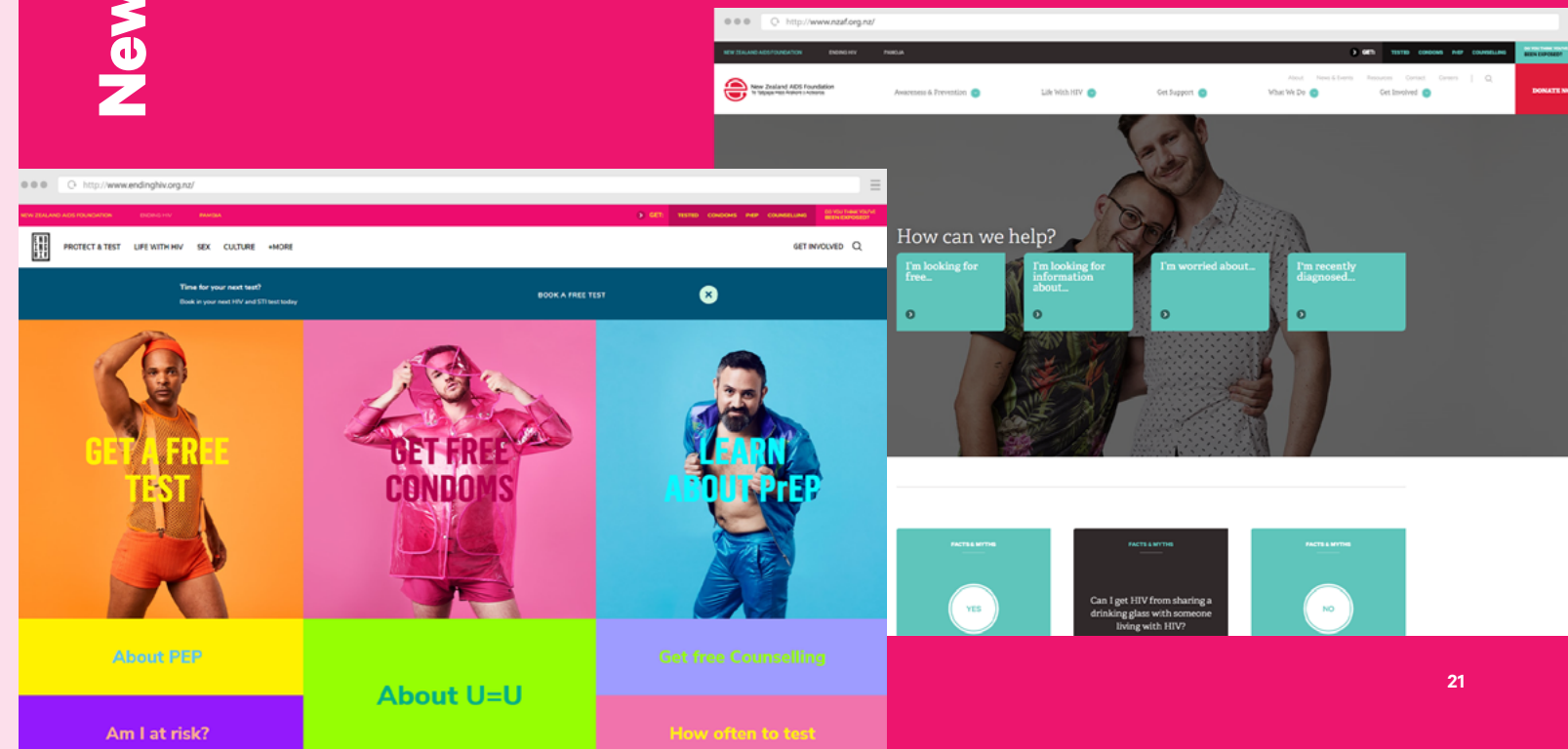


## New Websites & Web-Tools

In 2019 we were working hard behind the scenes to overhaul our NZAF and Ending HIV websites to better engage and serve our communities. Along with the new looks and functionality that launched in January 2020 – our team designed helpful web tools aimed at informing people on the realities of HIV transmission, stigma and soothing some of the anxiety around the risk involved in specific encounters.

Adorned with images of our community members, both the new NZAF and Ending HIV websites are stylish, vibrant and designed with navigation in mind. A huge thank you to all the community members who answered the call to be the face of these websites – we’re so proud to have created this with you.

- The new ***Have I Been Exposed*** tool has helped thousands of users learn if their encounters had put them at risk of HIV – then provided them with options to order condoms, learn more about PrEP, book HIV and STI testing and be connected to counselling services if they needed them.
- The new ***Myths & Facts*** tool was designed to help educate visitors on some of the misconceptions around HIV and encourage them to challenge HIV stigma in their own lives – now they know the truth about HIV transmission.
- The new ***How Often Should I Test*** tool has helped take some of the guesswork out of how frequently our community members should be testing for HIV and STIs.



In the lead up to World AIDS Day 2019, Pamoja took a bold step into a new advocacy space to combat stigma and improve the wellbeing of African people in Aotearoa who are living with and affected by HIV.



Community feedback showed that there was a large portion of the communities we serve who attend religious gatherings across several faiths around the country. It was shared that there was a feeling of fear around disclosing or even discussing HIV status in these spaces – spaces which traditionally are there to offer care, community and support.

NZAF's Judith Mukakayange reached out to faith leaders around Aotearoa and offered them the opportunity to learn a little more about HIV and the way stigma could be impacting their congregations – asking them to step into the space with an open mind and heart to find a point where public health and faith meet.

Feedback from these sessions reported that a lot of eyes had been opened and there was a general acceptance of the challenge to faith leaders to work harder to remove stigma from their places of worship – that way they can better support those of their congregation living with and affected by HIV.



## 100%

of participants surveyed agreed or strongly agreed that the session had increased their knowledge of HIV topics and prevention tools

“The role of the church is still too limited/low due to misunderstandings about HIV/AIDS and the Church's approach and attitudes towards those affected. These Faith Leaders workshops should continue as to promote further awareness.”

– Workshop Participant

REWIRED is a non-judgemental programme for people using methamphetamine that want to change their relationship with it.

Delivered in partnership by NZAF's Seb Stewart, the NZ Drug Foundation and Odyssey over an eight-week programme, REWIRED covered a range of topics. From intimacy, relationships and navigating sex, as well as topics specific to drug-use, like safer partying, meth and the brain, relapse prevention, and more.

Working from a harm-reduction model, REWIRED was about meeting each person where they were and supporting them to shape and reach their own individual goals. At its heart, REWIRED is a mutual aid programme, helping gay and bisexual guys to reflect on their methamphetamine use. Over the eight weeks we worked through the challenges of gay life, supported participants to navigate relationships, built skills and techniques on how to reduce the risk of harm from methamphetamine and share stories of control.

“As a facilitator of REWIRED, I shared strategies around harm reduction but was also able to reflect and do a deep dive into my own life and the challenges there in this place of support. I have such respect for all the guys who took the step to be involved in Rewired and seeing them progress to a place where they feel more in control and more themselves was truly special.”

– NZ Drug Foundation Programme Lead Samuel Andrews



Co-facilitator Ben Birks Ang sums up the thinking behind REWIRED very nicely. “We need tailored approaches to improve wellbeing and reduce drug harm because not everyone is the same. Approaches like REWIRED help us to build understanding and engagement with groups who otherwise wouldn't get appropriate support. This is how we can create supportive communities of mutual aid that help men feel confident in who they are. Furthermore, REWIRED helps people make changes to their substance use early, without requiring them to first identify as experiencing harm from it – removing a major psychological barrier that prevents people from seeing drug support services as an option for them.”

Participant feedback and reception of REWIRED has been very positive and a second series is already planned for the second half of 2020. NZAF is hugely grateful to Thorne Harbour Health for sharing the REWIRED programme with us to run in Auckland.





## NZAF continues to promote sustained undetectable viral load (U=U) as a very effective strategy for preventing the transmission of HIV.

General awareness of U=U continues to rise, and the natural fit of this prevention message with wider anti-stigma messages, makes U=U a very important part of the modern HIV response.



72%

of MSM know that effective treatment means HIV cannot be passed on via sex



53%

of PLHIV surveyed feel the message of U=U has made them more comfortable disclosing their HIV status



87%

of PLHIV surveyed who were on treatment had sustained an undetectable viral load over last 6 months



Poz Panthers performing 'Undetectable' at Drag Wars 2019

## Campaign Spotlight: Sperm Positive

### We challenged HIV stigma head on – while raising awareness of U=U.

Around World AIDS Day, NZAF partnered with Body Positive and Positive Women Inc. to deliver a groundbreaking anti-stigma campaign, launching the world's first HIV positive sperm bank. **Sperm Positive** was a way for us to tell the world that – if people living with HIV, who are on effective treatment, cannot transmit HIV when conceiving and giving birth to children – then the misconceptions people perpetuate about HIV transmission that cause stigma surely couldn't hold up. As a press-focused campaign, Sperm Positive resulted in 270 news stories around the globe and a huge amount of public comment from people learning the truth about HIV transmission and shedding their misconceptions.



1.8b+ audience reach



23 & 247 local news stories international news stories



27 & 30 HIV-positive men signed up to be donors women or couples applied to receive sperm



Our team of professional counsellors across the country continue to deliver behaviour-change counselling and sexual health support to those at risk of acquiring HIV and therapeutic support for people living with and affected by HIV.



879

counselling sessions



91%

of counselling clients living with HIV reported feeling better equipped to manage life with HIV



“When I was lost, my counsellor gave me hope. I was struggling to comprehend my situation. I was given some tools to implement, and some food for thought. It has helped me save my relationship and given me a more positive outlook on life. Thank you so much.”

– Anon



“Excellent counselling service to help deal with difficult life issues that also impact on keeping well. I trust that this will continue to be offered, as it’s comforting to know it’s available when required.”

– Anon

## Event Spotlight: 2019 Life Member Awards

**Life Membership is the highest honour NZAF can bestow and is awarded to people who have made a significant and sustained impact on the HIV response in Aotearoa.**

**Dr Alison Copland** - Having been at the forefront of HIV general practice in Auckland, Dr Copland was one of the first GPs to have a significant caseload of people living with HIV. She has continued to provide care and support to patients living with HIV for over 30 years.

**Charlie Peters** - A dedicated champion for the rights, wellbeing and dignity of people living with HIV and for Māori, Charlie Peters’ legacy is one of manukura, mātauranga, kotahitanga, tika and aroha – all of the values of NZAF. Known for his humility and as someone who has unswervingly given so much time and support to the community.

**Dr Mark Thomas** - Beginning his journey with HIV at a time when there was very little hope, and many doctors would not even touch patients diagnosed with HIV, Dr Thomas stood out by showing compassion and dedication to all. Mark’s reputation is one of kindness, knowledge, humanity and of treating people with the utmost dignity. Routinely going above and beyond what is expected.

**Vern Keller (deceased)** - Vern is a huge part of the NZAF history and remains one of our longest-serving staff, having spent 24 valiant years as the NZAF librarian. Vern collected, curated and communicated much of the knowledge that helped guide NZAF’s work as an evidence-based organisation. Our work would not have been the same without his diligence, passion, care and his excellent library. Vern passed away suddenly in April 2015 and left a significant void, both for NZAF as an organisation and in the hearts of those who worked with and loved him.



Left to right: Dr Alison Copland, Charlie Peters, Dr Mark Thomas



Karen Ritchie congratulates Charlie Peters



**Big Gay Out is Aotearoa's biggest Rainbow-focussed event and NZAF is proud to put it on year after year for the communities we serve and the wider Rainbow communities.**

Consistently drawing crowds of over 10,000, this family-friendly event is a safe space for our Rainbow whānau. Big Gay Out is not only a fun day in the sun, but a chance to provide access to free rapid HIV and STI testing, as well as services and information that help support the sexual, mental and physical health of our communities.

Big Gay Out 2020's line-up saw over 30 community performers from around Aotearoa and abroad take the stage. We were honoured to have the incredible FAFSWAG collective put on the Thirst-Trap Vogue Ball on the brand new community stage. Prime Minister Jacinda Ardern also took the stage and announced that the government would fund the much needed behavioural research that NZAF and its research partners have been advocating for for many years.

We're really proud of the space created this year and feel it's one of our best events yet.

## A few firsts:

- BGO 2020 saw the launch of a range of pronoun caps designed to encourage people from across the gender spectrum to share their pronouns – to continue normalising sharing pronouns and making it easier for gender diverse, trans and non-binary people to share theirs.
- We put the call out for a community member to create a piece of art for the Big Gay Out. The challenge was to include representation of people of all walks of life, orientations, gender identities, interests and cultures. Case (CD3Media) rose to the challenge and they created the beautiful mural that became unifying art for the whole event.
- Roaming peer-testing stations brought testing to the people this year. Built in the style of royal palanquins, these booths aimed to empower people and remind them that they should be celebrated for testing regularly and being a part of ending new HIV transmission.

*The incredibly talented Case (CD3Media), the artist behind the beautiful renditions of our community across the whole event – also sporting their They/Them pronoun cap.*



PM Jacinda Ardern announces funding on-stage at the 2020 Big Gay Out



Courtney Act on the 2020 Big Gay Out Main-Stage



The FAFSWAG Thirst-Trap Vogue Ball at the 2020 Big Gay Out



# Thank you to our Big Gay Out 2020 Partners

**grassroots**<sup>®</sup>  
grassrootstrust.co.nz



**AUT**



HIV stigma activist Medulla Oblongata tackles stigma in the 2019 RED Friday video



NZAF currently exists under a sinking lid of funding – with a static government contract for 12 years now, we rely on the generosity of Kiwis and granting bodies to ensure we can cover the increasing costs of delivering all of our programmes and services. This year saw record-breaking generosity from the wider community, granting bodies and partners – for that we, and the communities we serve, thank you.



Total fundraising income: \$728,238



76%

\$47,212  
NZAF events  
income



57%

\$341,309  
individual giving  
income



15%

\$339,717  
grants and  
sponsorships

“Every dollar our wonderful donors generously gift us makes a huge difference. We’re so grateful to the kind-hearted people out there who believe in our work, vision and who want to support people living with and affected by HIV.”

– NZAF Senior Fundraising Specialist Francesca Seedhouse



As well as the core funding we receive from the New Zealand Ministry of Health, a number of granting bodies support NZAF’s programme and service delivery. We are sincerely grateful for their contributions.



# Enable Organisational Success: Our Team

In a rather tumultuous year, NZAF is so proud of its staff and the incredible work they delivered. Even in one of the toughest years in recent memory, NZAF staff were still motivated, proud of their work and making an impact in the communities we serve.



97%

of staff feel proud to be an NZAF employee



97%

of staff regularly see the positive impact of the work they do



91%

of staff feel motivated by the 2019-22 NZAF Strategy

Figures from April 2020 NZAF staff survey



Left to right: Ricky Te Akau, Judith Mukakayange, Blaise Clotworthy, Seb Stewart, Jason Myers, Matt Bain

# Enable Organisational Success: Volunteers

Dedicated NZAF volunteers and ambassadors are a big part of helping us make a difference in the communities we serve. We are grateful for their ongoing support and hard work.

Volunteers and ambassadors not only help us distribute over 600,000 condoms a year, but they are out there in the communities we serve – sharing the work we do and helping support others who may not be in direct contact with us. We are so thankful to have them as a part of NZAF whānau.



“Being an ambassador for NZAF has shown me just how heavily involved the NZAF is within the Rainbow community and wider communities it serves. As an ambassador we are given the skills and tools to facilitate open conversations and educate people on topics surrounding HIV transmission, protection and HIV stigma. I really appreciate being a part of the ambassador programme, because it has given me the confidence to speak about and tackle issues that face people who are living with HIV, as well as be grateful for the sacrifices those that have passed on have made.”

– LIAM (MR GAY NEW ZEALAND, 2020), AMBASSADOR



“NZAF is a great environment where we feel like not only part of a community, but part of a family! We are honoured to be part of the volunteers at condom-packing and we have built lifelong friendships here.”

– HEATH, VOLUNTEER



Dedicated volunteers collecting for NZAF at Big Gay Out 2020



Volunteer Kyle Habershon & Volunteer Officer Blaise Clotworthy



Statement of Comprehensive Revenue and Expense

New Zealand AIDS Foundation for year ended 30 June 2020

Revenue from exchange transactions	2020 \$	2019 \$
Ministry of Health	2,104,757	2,104,757
Fundraising NZAF Events	34,040	35,170
Other Income	76,452	92,707
Interest income	408	7,500
	2,215,657	2,240,134
Revenue from non-exchange transactions		
Ministry of Health	2,165,630	2,145,630
Grants - Operating	115,587	95,888
Fundraising NZAF Events	218,124	188,228
Donations/Bequests	360,489	306,479
Funding from Pharmac	67,305	73,480
Other Income	1,125	1,140
	2,928,260	2,810,845
<b>Total Revenue</b>	<b>5,143,916</b>	<b>5,050,979</b>
Office Resourcing	358,024	390,974
Board Expenses	24,161	24,299
Communications, Fundraising & Events	553,947	509,021
Depreciation	65,055	66,640
HIV Prevention	962,777	1,018,477
Health Services	181,222	149,868
Policy and Science	53,419	138,163
Personnel	2,563,923	2,340,460
National Support Services	86,153	56,888
Travel	67,625	99,357
	4,916,307	4,794,147
<b>Total Expense</b>	<b>4,916,307</b>	<b>4,794,147</b>
<b>Total surplus / (deficit) for the year</b>	<b>227,609</b>	<b>256,831</b>
Total comprehensive revenue & expense for the year	227,609	256,831

**Please note:** These financial statements should be read in conjunction with the **notes to the financial statements**

Statement of Changes in Net Assets/Equity

New Zealand AIDS Foundation for year ended 30 June 2020

Accumulated comprehensive revenue & expense	2020 \$	2019 \$
Opening balance at start of year 01 July	2,177,694	1,920,863
Net surplus / (deficit) for the year	227,609	256,831
Total recognised revenue and expense	227,609	256,831
<b>Total closing equity at the end of year 30 June</b>	<b>2,405,304</b>	<b>2,177,694</b>
<b>Closing equity 30 June</b>	<b>2,405,304</b>	<b>2,177,694</b>

NZAF would like to thank **RSM Hayes Audit** for their audit services

Statement of Financial Position

New Zealand AIDS Foundation as at 30 June 2020

Current Assets	2020 \$	2019 \$
Cash & Cash equivalents	536,164	233,768
Receivables from exchange transactions	7,475	278
Prepayments	29,661	50,525
GST Receivable	60,284	57,918
	633,584	342,489
Non-Current Assets		
Property, plant & equipment	2,290,679	2,278,514
Intangible Assets	10,743	18,590
Work in Progress	2,400	-
	2,303,822	2,297,104
<b>Total Assets</b>	<b>2,937,406</b>	<b>2,639,593</b>
Current Liabilities		
Trade & other creditors from exchange transactions	335,552	304,812
Employee benefits	103,180	86,762
Accrued Expenditure	52,935	34,048
Income in Advance	40,435	36,276
	532,102	461,898
<b>Net Assets</b>	<b>2,405,304</b>	<b>2,177,695</b>
Equity		
Accumulated comprehensive revenue and expense	2,405,304	2,177,695
	2,405,304	2,177,695

**Please note:** These financial statements should be read in conjunction with the **notes to the financial statements**

Statement of Cash Flow

New Zealand AIDS Foundation for year ended 30 June 2020

Cash flows from operating activities	2020 \$	2019 \$
<i>Receipts</i>		
Ministry of Health	4,270,387	4,250,387
Fundraising NZAF Events	252,164	223,398
Donations & Grants	461,055	405,034
Interest received	408	7,500
Other Income	70,380	61,328
Net GST Received	(2,366)	(9,702)
	5,052,027	4,937,945
<i>Payments</i>		
Suppliers	2,141,282	2,228,199
Employees	2,527,933	2,338,216
Interest Paid	8,643	12,790
	4,677,858	4,579,205
<b>Net cash inflow/(outflow) from operating activities</b>	<b>374,169</b>	<b>358,740</b>
Cash flows from financing activities		
<i>Receipts</i>		
Funds (repaid)/received from borrowings	-	(200,000)
	-	(200,000)
<b>Net cash inflow/(outflow) from financing activities</b>	<b>-</b>	<b>(200,000)</b>
Cash flows from investing activities		
<i>Payments</i>		
Purchase of property, plant & equipment	70,693	33,594
Purchase of intangible assets	1,080	10,560
	71,773	44,154
<b>Net cash inflow/(outflow) from investing activities</b>	<b>(71,773)</b>	<b>(44,154)</b>
Net increase / (decrease) in cash & cash equivalents	302,396	114,586
Cash & cash equivalents at 01 July	233,768	119,182
<b>Cash &amp; cash equivalents at 30 June</b>	<b>536,164</b>	<b>233,768</b>

**A big thank you to ACON for  
their support and for sharing  
the Ending HIV brand with us.**





New Zealand AIDS Foundation  
Te Tūāpapa Mate Āraikore o Aotearoa

